CLASSIFICATION RISTRICTED
SECURITY INFORMATION
CENTRAL INTELLIGENCE AGENCY

INFORMATION FROM FOREIGN DOCUMENTS OR RADIC BROADCASTS CO NO.

REPORT STAT

COUNTRY

China

DATE OF

SUBJECT

Economic - Intra-area trade

INFORMATION 1952

HOW

PUBLISHED

DATE DIST. 29 Aug 1952

WHERE

PUBLISHED

Hong Keng

Daily newspaper

NO. OF PAGES 1

DATE

PUCLISHED

7 Jun 1952

SUPPLEMENT TO

LANGUAGE

Chinese

REPORT NO.

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THIS IS UNEVALUATED INFORMATION

SOURCE

Wen-hui Pao.

EXPANSION OF CENTRAL-SOUTH CHIMA HOUTES FOR TRANSPORT OF LOCAL PRODUCTS

Kankow, 3 June -- With the opening of trade routes in Central-South China, the total value of goods transported within the region has exceeded 630 billion yuan. Since March, the various trade and cooperative organs within the region have taken steps to increase local trade as well as trade with other regions. Communications or cadres have been sent to Bast China, North China, Eorthwest China, and Mortheast China to renew the connections made with these regions last year.

The first step is to open Local Products Trade Conferences on the provincial, special district, and heien levels and to call discussion groups and conferences on trade in areas where only economy-type goods can be sold. On a smaller scale conferences will be called in villages to deal with such things as lumber, livestoct, and medicines. Also organized were small itinerant trading groups and private merchant groups to go into the countryside to arrange for buying and selling of merchandise.

The various finance and trade units in Central-South China have gained a great deal of experience in such trade techniques as barter, contract buying and selling, small markup for rapid turnover, trade agreements, and reduction of capital investment. By arranging for the shipment of 400,000 catties of Ruman sulfur to Fukien Province, it was possible to reduce the price by 30,000 yuan per picul due to the savings in large-scale operations.

In March, the Shao-yang Trading Company of Human Province persuaded the peasants to raise the quality of their local paper. As a result, paper again became an important selling item. The Human Provincial Trading Company instructed the Ch'ang-sha private merchants to refine their slow-selling coarser grades into higher-quality grades. Not only was profit increased by 6.5 percent, but the dessing increased considerably.

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